

Motivate Smart Spending

An integrated solution that rewards employees for spending less on travel

With the right incentives plus an automated solution directly integrated with Concur Expense, your employees could reduce travel expenses by 30% on average. That's less money spent on flights, rental cars, trains, and hotels—and more money in your bottom line. With spending on global business travel expected to reach \$1.6 trillion by 2020, effectively managing your travel program is critical. Rocketrip and Concur offer a rewarding solution that will empower your employees to do just that.

Customized travel budget. Integrated expensing.

Managing travel and entertainment spend can be costly and painful. With so many factors involved in booking a trip and market prices constantly fluctuating, it's hard for employees to decide reasonable amounts to spend. Even employers don't always know if the amount spent was appropriate. Rocketrip solves for this by giving employees a clear budget and a real incentive to beat it.

Before every trip, employees get a custom budget based on real-time market data. They enter in their itinerary details, and Rocketrip's algorithms calculate how much the trip should cost based on available booking options and your company's travel policy. When employees spend less than their budget, they keep a portion of the savings to redeem for cash and gift cards.

Rocketrip also encourages employees to submit their expense reports in a timely fashion. Because Rocketrip is directly integrated with Concur Expense, they automatically receive approved Concur expense reports and award Rocketrip points to employees within the same day, giving employees a little extra incentive to get that report filed.

Data-driven process

Rocketrip Insights, a comprehensive analytics and reporting dashboard, provides real-time access to your company's entire travel picture – including data on spending, savings, and rewards activity. You see who's saving, who's spending, and how to optimize your company's results. Duty of care, travel management administration, and comprehensive reporting are also included in the platform.

Promote cost-effective travel

- Employees receive budgets based on trip parameters, travel policy, and market prices
- Travel expenses reduced 30% on average

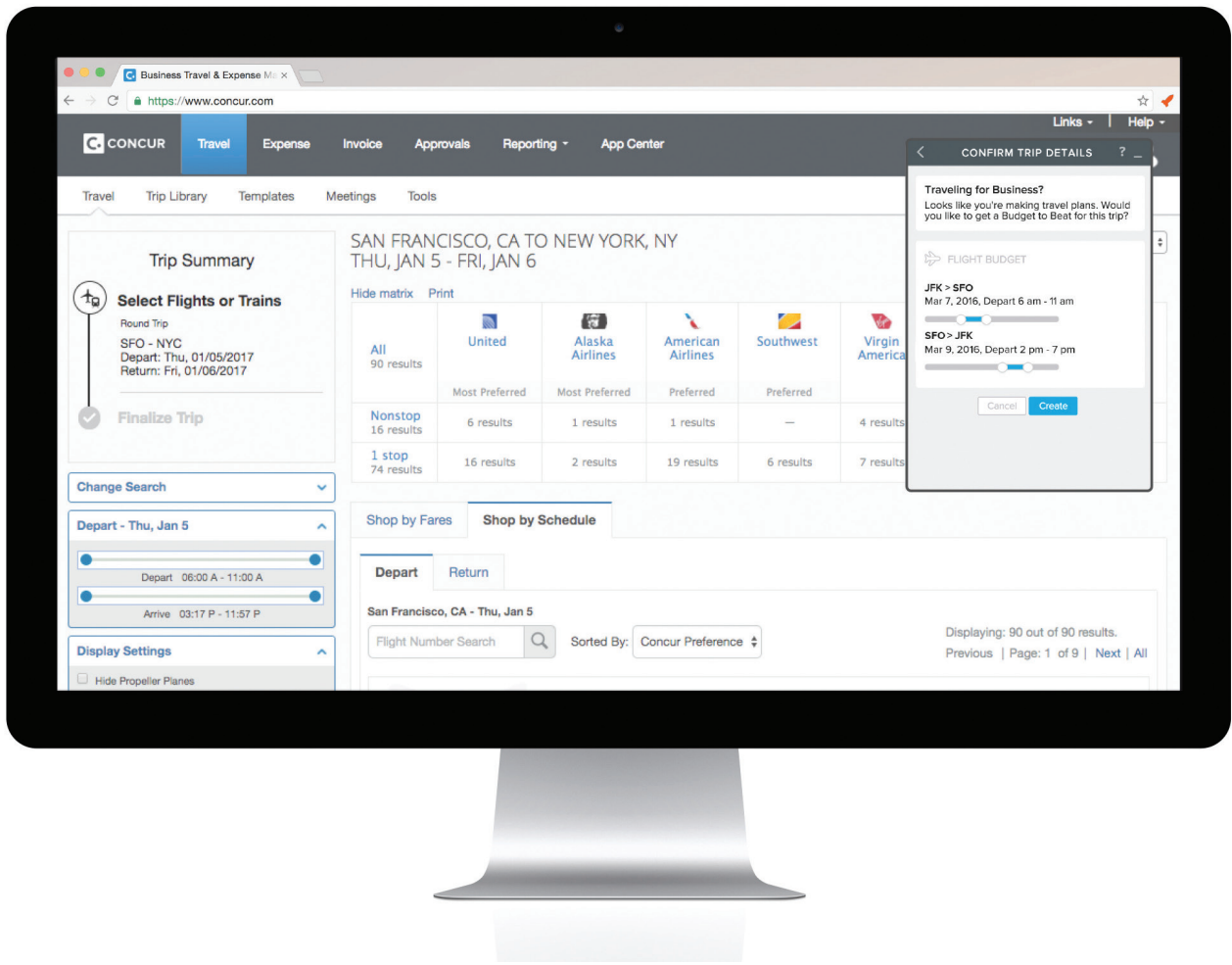
Greater visibility & control

- Analytics and reporting dashboard provides access to your company's entire travel picture
- T&E receipts automatically recorded in Concur Expense

In its first six months with Rocketrip, Refinery29 saved an average 33% per trip

Rewards with real value

- Employees earn an average \$119 reward points per trip, which can be redeemed for cash cards, gift cards, travel perks and charitable donations
- Most Rocketrip travelers keep 50% of what they save, before taxes
- Gift card options include Amazon, Barnes and Noble, Best Buy, and more



Are your business travelers cost conscious?

Use data to motivate them to do the right thing, then reward them for it!

When employees get to keep half of what they save, they're motivated to spend company money as carefully as their own. They go above and beyond to spend below company policy and save in extraordinary ways:

- Booking multiple one-way airline tickets
- Taking connecting flights vs direct
- For companies that utilize TripLink and have flexible booking policies, reserving hotels via discount sites like HotelTonight or staying at an Airbnb

Ready to start saving on business travel?

Visit the [Concur App Center](#) to learn more.

www.concur.com/app-center

